

Message Text

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ACTION EUR-12

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R 131450Z MAR 75
FM AMEMBASSY BELGRADE
TO SECSTATE WASHDC 2224
INFO AMCONSUL ZAGREB

UNCLAS BELGRADE 1159

E.O. 11652: N/A
TAGS: BEXP YO
SUBJ: TECHNICAL SALES SEMINAR: ADVANCED METALWORKING AND
FINISHING EQUIPMENT AND MACHINERY

REF: STATE 260408, NOV 27, 1974.

SUMMARY: EMBASSY URGENTLY REQUIRES INFO ON STATUS OF SUBJECT
TECHNICAL SALES SEMINAR. IF SEMINAR STILL SCHEDULED, WE NEED INFO
REQUESTED IN TWO TELECONS WITH YUGOSLAV COUNTRY MARKETING MGR
AT COMMERCE. END SUMMARY

1. EMBASSY CAN NOT RPT NOT CONDUCT SEMINAR IN YUGOSLAVIA
WITHOUT CO-SPONSORSHIP BY A RECOGNIZED ORGANIZATION. CO-SPONSORSHIP
SHOULD BE FIRMED UP AS EARLY AS POSSIBLE. TO DATE, EMBASSY HAS
TENTATIVEY APPROACHED THREE ORGANIZATIONS REGARDING CO-SPONSORSHIP:

A) FEDERAL CHAMBER OF ECONOMY;

B) UNION OF ENGINEERS AND

C) MACHINE BUILDERS ASSOCIATION (MASINOUNION).

2. MOST WILLING PROSPECTS APPEAR TO BE MACHINE BUILDERS ASSOC.
AND FEDERAL CHAMBER OF ECON IN JOINT EFFORT. ASSOC.
MEMBERS WOULD APPEAR TO BE POTENTIAL COMPETITORS OF US
PARTICIPANTS IN SEMINAR, BUT CHAMBER WOULD UNDERTAKE TO GENERATE
PARTICIPATION FROM OTHER END-USER SECTORS. WOULD THIS ARRANGEMENT
BE ACCEPTABLE TO USDOC AND US PARTICIPANTS?
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3. PRIOR TO FURTHER DISCUSSIONS WITH POTENTIAL CO-SPONSORS, WE URGENTLY NEED A LIST OF PROBABLY SEMINAR TOPICS AND A LIST OF POSSIBLE PARTICIPANTS.

4. SINCE SEMINAR DATE IS RAPIDLY APPROACHING, EMBASSY RECOMMENDS THAT SEMINAR ADVANCE MAN VISIT BELGRADE NO LATER THAN EARLY APRIL.

5. IN OUR ADVANCE CONTRACTS ON SEMINAR, WE WISH TO SUPPLEMENT OUR INFO ON YUGOSLAV MARKET NEEDS. THOUGH WE DO NOT INTEND TO PERFORM FULL MARKET STUDY, IT WOULD BE HELPFUL TO RECEIVE SPECS FOR PREVIOUS COMMERCE RESEARCH IN THIS FIELD.

6. ACTION REQUESTED. EMBASSY REQUESTS INFO INDICATED IN PARAS 2, 3 AND 5; AND TENTATIVE SCHEDULE FOR ADVANCE MAN ASP.

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